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Message Text

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46
ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /017 W
---------- 085567
R 100950Z SEP 74
FM AMEMBASSY KUWAIT
TO USDOC WASHDC
INFO SECSTATE WASHDC 0850

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EO 11652: NA
TAGS: BMEP, BEXP, KU
SUBJ: MAJOR EXPORT: GOK INTEREST IN PURCHASING CEMENT

REF: A) KUWAIT 3665; B) STATE 196173

1. REFTELS DESCRIBED POSSIBLE MAJOR CEMENT DEAL BETWEEN GOK AND US GROUP REPRESENTED BY ROBERT HAZEN, PRINCIPAL OFFICER OF LEE WALLACE LTD. HAZEN VISITED KUWAIT RECENTLY, AND ACCORDING TO GOK OFFICIALS INVOLVED HE WAS QUITE UNIMPRESSIVE, SO MUCH SO THAT GOK NO LONGER WISHES TO DEAL WITH HIM. OFFICIALS COMPLAINED THAT HAZEN HAD NO POWER OF ATTORNEY AND THEREFORE WAS NOT ABLE TO NEGOTIATE. IT WAS UNCLEAR TO KUWAITIS WHOM HE REPRESENTED OR EVEN IF HE HAD ENOUGH CEMENT TO SELL. THEY SAID HE DID NOT EVEN HAVE A CALLING CARD. SINCE HAZEN NEVER CALLED AT EMBASSY WE DO NOT HAVE BENEFIT HIS SIDE OF STORY.

2. DESPITE HAZEN'S HORRORS, HOWEVER, GOK STILL VERY INTERESTED IN PURCHASING CEMENT FROM US. ACCORDING ASSISTANT UNDERSECRETARY FOR INDUSTRY, MOHAMAD MADOO, GOK VERY INTERESTED IN PURCHASING 500,000 TO 750,000 METRIC TONS OF CEMENT DIRECTLY FROM MANUFACTURER(S). HE WOULD LIKE QUOTES FOR C AND F DELIVERIES WITHIN A YEAR. GOK OFFICIALS WILLING TRAVEL TO US ON SHORT NOTICE TO NEGOTIATE/CONSUMMATE DEAL IF NECESSARY.

3. COMMENT: MADOO HAS INDICATED HIGHEST LEVELS GOK VERY INTERESTED IN THIS DEAL WHICH PROBABLY WOULD BE FOLLOWED BY OTHER ORDERS. THIS DEAL ALONE WOULD LIKELY INVOLVE $40 MILLION. AT SAME TIME
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WE HAVE BEEN A BIT BEARISH WITH MADOO REGARDING AVAILABILITY

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CEMENT IN QUANTITIES DESIRED. NEVERTHELESS, WE URGE COMMERCE
GIVE SPECIAL ATTENTION TO THIS REQUEST. WE HOPE, FOR SAKE US
BUSINESS REPUTATION HERE, MADOO CAN BE GIVEN NAMES OF QUALIFIED,
REPUTABLE COMPANIES. FYI WE ALREADY GETTING LETTERS FROM ASSORTED
MIDDLE-MEN OFFERING VARIOUS AMOUNTS OF CEMENT. END FYI.
STOLTZFUS

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Disposition Approved on Date:
Disposition Authority: kelleyw0
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